



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE**  
**DELAWARE REAL ESTATE COMMISSION**

Posted 09/26/2013 JW  
Posted 10/02/2013 JW

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**PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE**

**MEETING DATE AND TIME: Thursday, October 3, 2013 at 9:30 a.m.**

**PLACE: Division of Professional Regulation**  
861 Silver Lake Boulevard, Cannon Building  
**Second Floor Conference Room A**  
Dover, Delaware

**AMENDED AGENDA**

(Amended items are denoted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
  - 2.1 Meeting Minutes – September 5, 2013
- 3.0 New Business
  - 3.1 Update from the Commission – Ms. Williams
  - 3.2 Review of Course Provider Applications
    - 3.2.1 Course Provider: Career WebSchool dba OnCourse Learning Corporation
      - 3.2.1.1 Course Title: Short Sales & Foreclosures
      - Credit Hours: 3.0
      - Modules: 6
    - 3.2.2 Course Provider: Coldwell Banker Residential School of Real Estate
      - 3.2.2.1 Course Title: Delaware Real Estate Pre-Licensing Course
      - Credit Hours: 99.0
    - 3.2.3 Course Provider: Kent County Association of Realtors
      - 3.2.3.1 Course Title: Short Sales & Foreclosures
      - Credit Hours: 3.0
      - Module(s) 6 & 7
    - 3.2.3.2 Course Title: Office Management
    - Credit Hours: 3.0
    - Module: 4
    - 3.2.4 Course Provider: McKissock, LP
      - 3.2.4.1 Course Title: Delaware Core Module 2 – Professional Standards
      - Credit Hours: 3.0

Module: 2

3.2.4.2 Course Title: Delaware Core Module 4 – Office Management  
Credit Hours: 3.0  
Module: 4

3.2.4.3 Course Title: Delaware Core Module 6 – Practices of Real Estate  
Credit Hours: 3.0  
Module: 6

3.2.5 Course Provider: Omega Real Estate School

3.2.5.1 Course Title: Legislative Issues  
Credit Hours: 3.0  
Module: 5

3.2.5.2 Course Title: Code of Ethics Training  
Credit Hours: 3.0  
Module: 2

3.2.6 Course Provider: Sussex County Association of Realtors

3.2.6.1 Course Title: Real Estate Closings: Basics You Should Know and Potential  
Trouble Areas  
Credit Hours: 3.0  
Module: 3

3.2.6.2 Course Title: Ins and Outs of Delaware Uniform Common Interest  
Ownership Act (DUCIOA)  
Credit Hours: 3.0  
Module: 5

3.2.7 Course Title: The CE Shop, Inc.

3.2.7.1 Course Title: Client Advocacy in Commercial Real Estate  
Credit Hours: 3.0  
Module: 7

3.2.7.2 Course Title: Investment Strategies in Commercial Real Estate  
Credit Hours: 3.0  
Module: 7

\*3.2.7.3 Course Title: Accredited Staging Professional  
Credit Hours: 6.0  
Module: 7

\*3.2.8 Course Provider: Delaware School of Real Estate

3.2.8.1 Course Title: The 15 Minute Walk Through – How House are Built and  
What Goes Wrong  
Credit Hours: 3.0  
Module: 7

\*3.2.9 Course Provider: NBI, Inc. dba National Business Institute

3.2.9.1 Course Title: Top 8 Titled Defects – Cured  
Credit Hours: 6.0

Module: 6

\*3.2.10 Course Provider: Ward & Taylor, LLC.  
3.2.10.1 Course Title: Short Sales & Foreclosures  
Credit Hours: 3.0  
Module: 6

\*3.2.11 Course Provider: Jack Lingo, Inc. Realtor  
3.2.11.1 Course Title: Property Management  
Credit Hours: 3.0  
Module: 7

3.3 Review of Instructor Applications

3.3.1 Carol Bunting  
Pre-Licensing Course: Real Estate Mathematics

3.3.2 Paul Fedynich  
Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules:  
3 – 6; Continuing Education Module 7 – Technology in Real Estate; Risk Reduction  
  
Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

3.3.2 Elizabeth Krug  
Continuing Education: Module 7 – Government Financing to Increase Sales;  
Mortgage Financing Post Meltdown

3.3.3 Ruth Vella  
Continuing Education: New Licensee Modules 1 - 4 Continuing Education Modules: 1  
– 6; Continuing Education Module 7 – Closing Techniques; CMA vs. The Appraisal;  
Obtaining & Retaining Listings; Marketing Strategies; Using Green to Market  
Buying/Selling; Communication  
  
Pre-Licensing Course: Orientation; Real Estate Sales;  
  
Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Ethics;  
Legal & Governmental Aspects of Real Estate; Real Estate Investment

\*3.3.4 Lester Albright  
Pre-Licensing Course: Orientation; Real Estate Mathematics

Broker's Course: Mathematics

\*3.3.5 Wendy Danner  
Continuing Education: Module 6

\*3.3.6 Stephen Kessler  
Continuing Education: Module 6

\*3.3.7 Joseph Pluscht

Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 4; Continuing Education Module 6; Continuing Education Module 7 – Agent Etiquette

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

- \*3.3.8 Eugene Spoehr, Jr.  
Continuing Education: Module 7 – Home Construction; Home Inspections

3.4 Review of Student Requests for Approval of Continuing Education

- 3.4.1 Student Name: Tammie Golden  
Course Title: Ethics  
Course Provider: Ward & Taylor  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- 3.4.2 Student Name: Donald Roth  
Course Title: Buyer Representation for New Salespersons  
Course Provider: Sussex County Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7
- \*3.4.3 Student Name: Christine Varner  
Course Title: New Salesperson Module 3  
Course Provider: Sussex County Association of Realtors  
Credit Hours: 3.0  
Requesting Approval for Module: 7

3.5 Designate Monitor for Upcoming Course to be taught by Phil McGinnis

3.6 Discussion Regarding Use of Electronic Devices after Courses have Begun – Ms. Klimowicz

3.7 Review Request for Amendment to Previously Approved Instructor Applications

- 3.7.1 Stephen Norman  
Requesting Approval to Teach: Pre-Licensing Orientation & Broker's Ethics
- 3.7.2 John Tarburton  
Requesting Approval to Teach: Pre-Licensing Orientation & Broker's Ethics & Real Estate Documents

4.0 Correspondence

5.0 Other Business before the Committee (for discussion only)

6.0 Public Comment

7.0 Next Meeting – November 7, 2013 at 9:30 a.m.

## 8.0 Adjournment

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**